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THE WORLD'S FIRST AND ONLY AIR CARGO MAGAZINE



Vol. 18 ★ No. 1

JANUARY 1950

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# ADVERTISE AND YOU CAN'T LOSE

## Uncle Sam Offers Tax Refunds

By LEON GOLD

Chairman, Federal Tax Department  
Research Institute of America, Inc.

*When profits are up the directors say, "Go ahead and advertise." When they're down is no time to slash, because the carry-back refunds cut costs by nearly one-half.*

**T**HE NATURAL reaction when profits slump is to trim expenses and watch every dollar of expenditure. This attitude is, of course, understandable and may, in many instances, be vital to the very survival of the business.

But blind adherence to a "cut-back" policy can itself prove a serious mistake. When a firm expects to do no better than break even, the effect of tax carry-back refunds must be thoroughly considered before an informed decision to pare expenses can possibly be made. Under our tax law, your firm may find itself in a position where the Government, through tax refunds, will have to kick in for a share of all your operating expenses. Under those circumstances you may want to think twice before cutting back, especially for expenses like advertising, which automatically work to restore your profit position.

For example, suppose the Brown Corp. expects to wind up in the red this year. It decides, as a result, to call off its 1949 year-end advertising campaign. Instead, it will spend an equivalent amount beginning with January, 1950.

Actually, Brown may be making a serious mistake. Before rushing into such a decision it should first check its tax position for the two preceding years, 1947 and 1948. If it made money and paid Federal income tax for either or both of those years, the wise move may be to spend the money for advertising at the end of this year, rather than at the beginning of next year. And here's why: Every dollar spent this year will produce a tax refund based on the 1947-1948 rates.

Thus, if the Brown Corp. was in the 38% bracket in 1947, for every extra dollar in the red it goes because of year-end advertising expenses, it will get back 38 cents from the Treasury, thereby bringing its net advertising cost down to 62 cents per dollar. If the Brown Corp. had taxable income between \$25,000 and \$50,000 for 1947, the tax refund based on the 53% rate in that bracket would reduce the 1949 net advertising cost to only 47 cents. (Editor's Note: In the case of larger corporations the refund would be as much as 38%.)

We see then that advertising costs can be reduced by tax benefits even though the money is spent in a loss year when

there's no taxable income against which to offset such expenses. The tax law allows you, in effect, to offset this year's expenses against another year's taxable income. But that's not all. You can get the tax benefits from your advertising expenses much more quickly by taking them in a loss year than by taking them in a profit year.

To show how this works, let's return to the Brown Corp. Assume it has decided to spend \$10,000 on advertising at the end of this year rather than put off the expenditure until January, 1950. This will increase its operating loss by \$10,000. However, it will also entitle the Brown Corp. to a refund of 1947 (or 1948) taxes based on shifting an additional \$10,000 deduction to that year. Assuming Brown earned over \$50,000 in 1947, its rate then was 38% and its refund should be \$3,800.

Now, tax refunds always bring to mind years of waiting and red tape. But this refund resulting from an operating loss carry-back is a horse of a different color.

A special provision in the tax law entitles taxpayers, and especially corporations, to high-speed action on these refunds. Thus, where this quick refund application is filed with the regular tax return for the year, the Treasury must pay the refund within 90 days of the last day of the month in which the return was filed.

A corporation can get even speedier action. It can use its anticipated carry-back refund to offset any quarterly installments still due on its last year's income tax.

Suppose now that Brown Corp. had put off its advertising expenditure to January, 1950. Assume also that its taxable income for 1950 would subject it to a 38% rate. The net cost of the advertising would therefore be the same whether taken in 1949 to produce a carry-back refund from 1947 or taken as a deduction against taxable income in 1950. But the timing of the tax benefits would be entirely different. In both cases, the full dollar amounts would be spent at once. The smaller 1950 taxes resulting from the deduction in 1950 would not be enjoyed until they were paid in 1951. However, the refunds resulting from

spending the money in 1949 instead would be felt almost immediately. From a cash viewpoint, the latter is certainly preferable for the Brown Corp.

### Taxable Income vs. Ad Expense

Some firms may find that their taxable income in 1947 and 1948 doesn't total as much as their contemplated advertising expense for the end of 1949. For example, the Smith Corp. may have had taxable income of \$10,000 in 1947 and \$5,000 in 1948. It is considering the advisability of spending \$20,000 for advertising in 1949 which is expected to be a loss year, or postponing the expenditure to 1950, a year for which a profit is projected. If Smith spent the money in 1949, its operating loss of \$20,000 would bring refunds of the taxes paid on the \$15,000 of 1947 and 1948 income. But what of the remaining \$5,000? Is that completely wasted from a tax viewpoint? It is not.

In addition to allowing an operating loss to be carried back for two years (to produce refunds) the tax law also allows the loss to be carried over for two years. Whatever part of the loss isn't completely used up by the carry-back to 1947 and 1948 may be carried over as a deduction from taxable income in 1950 and 1951. Thus, suppose the Smith Corp. were to show a \$3,000 taxable profit in 1950 and a \$5,000 income in 1951. The \$5,000 of 1949 operating loss not used up in obtaining tax refunds for 1947 and 1948 can be used to wipe out completely the \$3,000 of taxable income for 1950. The remaining \$2,000 would be used to reduce the 1951 taxable income from \$5,000 to \$3,000.

The effect of the loss carry-over is therefore to provide you with a potential tax reduction for the next two years, whereas the loss carry-back gives you refunds of the tax paid in the preceding two years.

In conclusion, it's worth noting once again that an informed decision on cutting back advertising and other expenses in a loss year is impossible without knowing what the tax consequences would be. Only then can a policy be formulated to produce the best results over a period of years.

Courtesy of Sales Management



# AIR TRANSPORTATION

The world's first and only  
air cargo magazine

Established October, 1942

**AIR TRANSPORTATION**, published on the 15th of each month, is devoted (1) to the furtherance of air cargo as the newest and most significant form of freight transportation, (2) the promotion of domestic and international air commerce as an integral factor in progress, prosperity and peace; and (3) the establishment of a safe and sound national as well as international air transportation system. Subscription rate for United States and Possessions, \$5.00 for one year, \$8.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years.

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### COVER

With transatlantic air cargo traffic increasing steadily, the perennial Lady of Liberty significantly points to the sky.

JANUARY 1950—PAGE 5

# 9 ways to show a profit on your Shipping in 1950

**LET'S FACE IT.** Your biggest shipping cost is a series of hidden costs. Time lost in pickup . . . goods tied up in transit too long . . . delayed collections . . . careless documentation . . . these are just a few of the things that drive traffic managers nuts and make treasurers tear their hair. Now, read how this realistically operated service is set up to help you actually show a profit over your present shipping costs.

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# Guest Air Cargo Editorial No. 27

T. J. HARRIS

Manager, International Cargo Sales

AMERICAN AIRLINES



T. J. Harris

A RECENT INCREASE in transatlantic air cargo movement was generated by European manufacturers seeking new or broader United States dollar markets for their goods. This is evidence of two vital factors of importance to American importers and exporters.

For exporters, it is evidence of improving business in Europe; factories until recently closed are now in production and payrolls are growing in war ravaged areas. This, in turn, reflects results of Marshall Plan aid and indicates improving possibilities for the movement of a greater variety of United States products eastward.

For alert American importers, it indicates opportunities to bring in foreign goods for which new or broader United States markets can be found and developed. The point is—if foreign merchants can seek out markets here for their goods—certainly the importer with existing contacts and the custom house broker with greater opportunities for making United States ties can find ways to make their services invaluable both to the European and the American buyer. Conditions are right. If the importer will make the necessary effort he can swell his own business volume and his profits.

Why is the English business man turning to air transportation to conquer new fields in this country? For one reason only—air transportation can put him as close to the buyer in Midwestern United States as is his competitor whose factory is in New England. The Parisian source of high fashion uses transatlantic air cargo for the same reason; it places him as close to the Fifth Avenue marketplace as is his California competitor.

In their drive for dollar markets today, many foreign manufacturers are willing to assume the entire cost of moving their products by air to the buyer in this country. In spite of this admittedly frankly competitive move on their part, foreign organizations with goods to sell need help in finding adequate outlets for their products.

The American importer and custom house broker—with the aid of scheduled American international airlines—can aid this drive to the mutual benefit of all concerned, including the purchaser. If the importer can undertake to handle a new item or two and to help promote broader markets for it here, if the European manufacturer is willing to price it for competition delivered in our markets, and if the airlines can—as they have—contrive to pro-

vide efficient service at reasonable cost, the customer will not fail to recognize the merits—and bargains—in foreign-made goods. They will respond by purchasing.

The day has about passed when the United States can sit behind a big, wide ocean and say, "We need not import foreign products." Most of us know that the continuance of our export activities will depend, with the end of current foreign-aid programs, directly upon the dollars we send abroad through our purchases there.

For years the balance of trade has been all in our favor. For a like number of years the balance of our exports over imports has moved as gifts, or financed by government loans or grants of aid. This system appears destined to come to a rather abrupt end within the next year or two. If we then will hold our foreign markets we must provide necessary dollars by purchasing abroad. Now is the time to begin building up buying habits here which will meet the need when it arises. Every contribution the importer and custom house broker makes toward turning foreign trade into a two-way street is a step toward his own preservation.

Scheduled American international airlines offer fullest cooperation in effecting movement of goods in either direction. Where a European manufacturer can gain a United States market through air transportation and can deliver it at prices in the United States which will make such sales, the airlines offer their cooperation with chambers of commerce, trade associations, importing groups, Department of Commerce field offices, and through their own sales organizations to create outlets in the United States.

Since this type of activities was tried first last Summer, attempts have met with varying success. Where limited success was achieved the reason generally was that the products themselves were not adequate for American markets. Where moderate success was registered, inspection showed that more aggressive salesmanship could have moved more goods. And where outstanding success was made, it was registered through the fullest cooperation among the European manufacturer, the airline, the importer and the retail merchandiser. We whose business is air transportation believe many more successes can be registered to the ultimate benefit of all of us.

**"If there were only 10 organizations like mine interested in selling domestic cargo in addition to international cargo, it would mean a working and selling force of 1,000 persons—1,000 persons breathing, living, selling, and promoting air cargo!"**

## The Air Freight Forwarder:

**T**HE READER may know that the licensing, or certification, of the domestic cargo forwarder was bitterly opposed by the domestic certificated passenger, mail, and express car-

rier group in long, drawn-out proceedings before the Civil Aeronautics Board. The forwarder's case was supported by the all-cargo carriers, shippers, and traffic organizations interested in the

establishment and maintenance of a personalized and specialized type of air cargo service. The opposition consisted of the certificated carrier group and one civic organization.

Significantly, the support for a freight forwarder in the domestic field came from those who were directly interested in an all-cargo service, since this was their bread and butter, and, more important, from the shippers who utilize the cargo flight schedules and services of the airlines. The CAB, recognizing the need for development of air cargo by independent sources in addition to that of established groups, registered the various freight forwarder applicants, permitting them to file and publish tariffs. The decision of the CAB was not acceptable to the air carrier group, and they took their case to court where they received an injunction prohibiting the CAB to carry out its dictum. The injunction has since been lifted, but the case has yet to be finally argued.

In view of the protracted and lengthy hearings, court action, and expense, many of the domestic air cargo forwarders have folded their tents. It would seem, therefore, that the air carriers have carried their point, but to what purpose? To destroy sales outlets at this stage of air cargo development indicates a state of immaturity in merchandising, experience and sales technique.

### Neither Fish Nor Fowl

However, it is not my purpose to enter into a discussion regarding the merits or demerits of the freight forwarder case, as that was thoroughly threshed out before the CAB and remains to be argued in a Chicago court. Suffice to say that the domestic air cargo forwarder is neither fish nor fowl at the moment; and although the entire certificated group opposed the for-



Bound for Europe, this TWA Constellation typifies the swift strides of the air transport industry which has "grown into long pants and is a factor which motivates our every-day life." The author is another of those air cargo executives who are certain that the development of air freight promises to go way beyond the advances of passenger traffic.



# SUPER SALESMAN

By CHARLES L. GALLO

*President, Air Express International*

warder, we know that this feeling is not general. Various air carriers have established rate-break points at frequent weight intervals which provide some benefits under consolidation. Other carriers have set up rate-break points at such high weight intervals, however, that only large shippers, or those shippers who can group their shipments through an association of shippers which acts in the capacity of a forwarder, gain a rate differential advantage. All other shippers who operate on their own—that is, not through a cargo traffic association—are at a disadvantage. It is believed, however, that under the influence of competitive factors, air carriers will be required to make revisions in their rate break point policy to the eventual benefit of all shippers.

## International Forwarder

Now, insofar as the international freight forwarder is concerned, he operates as an agent of the air carriers, dependent on the commissions which he derives from the handling of air cargo. The CAB has not yet released its decision on the international phase of the Freight Forwarder Case which, by the way, must be approved by the President of the United States. Consequences of delay in this case are far reaching in that they not only affect the forwarder but the American exporter and the American air carrier as well.

The practice of consolidation in order to obtain lower air shipping rates is a well-established procedure in overseas trade, particularly in Europe. American exporters competing with European exporters in the South American or South African markets, for example, are at a competitive air shipping rate disadvantage in that the European exporters have the opportunity of consolidating through a for-

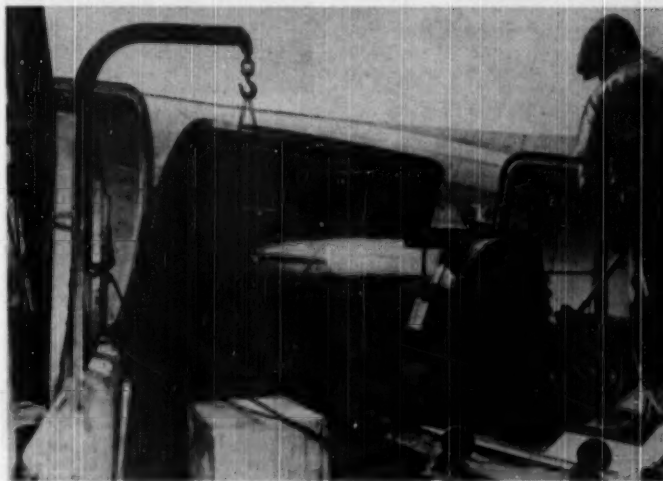
warder, whereas the American exporter does not have that facility. In view of the fact that consolidation of shipments outbound from the United States is prohibited whereas the consolidation of shipments inbound into the United States is permitted, European exporters, for example, by grouping their shipments, gain the advantage of volume rates, enabling them to compete here with American manufacturers. The American air carrier is affected on east-bound loads to the extent that the non-consolidation policy reacts on exports. It is not possible to estimate the loss, but it can be said that the policy acts as a depressant.

The freight forwarder's job shall be discussed from the viewpoints of the shipper and the carrier. As to how the

*(Continued on Page 21)*



Charles L. Gallo



Charles L. Gallo expresses the opinion here that if there were only 10 organizations such as his own there would be a concentrated air cargo sales force of 1,000 men generating freight of all sizes, shapes, and weight—for example, the 6,000-pound horizontal shell and tube brine cooler (above) flown by the Flying Tiger Line. Heavy cargo has taken to the air.



# Devaluation

## AND ITS EFFECT ON AMERICAN EXPORTS AND IMPORTS

By **A. M. STRONG**, Vice President, American National Bank and Trust Company of Chicago

**I**N announcing the devaluation of the pound, the British Government advanced two major reasons: The drastic reduction in Britain's gold and dollar reserves, and the inability to expand exports to the dollar area because of the high sterling rate. The 29 nations which followed Britain's example devalued for the same reasons. The devaluation is a confirmation by England and the other Western European nations that other means to balance their trade with the United States have so far been ineffective.

The countries which devalued their monies are hoping that lowering of prices will enable them to compete in the American market and increase their exports to the United States. On the other hand, they expect that the increase in the price of American goods through the increase in the value of the dollar will curtail their imports from the United States. As you see, the purpose of the devaluation is to reduce American exports and increase American imports.

Actual experience is still inadequate to appraise the effects of devaluation on our exports. I have heard and read statements by Chicago and New York exporters who claim that their business has not been affected by the devaluation. On the other hand, I have heard and read statements about expected curtailment in exports, cancellations and requests for reduction in price. A group of Eastern foreign traders met with Secretary of Commerce Charles Sawyer last October to discuss cancellations of orders. The experience of exporters during the short period since devaluation cannot be taken as an indication of future trends. Foreign buyers are not yet in a position to determine what effect devaluation will have on prices and on their particular business.



A. M. Strong

In 1948, the devaluing countries accounted for 62 percent of our exports. Their purchases from us amounted to \$8,874,000,000. These countries will have to pay the equivalent of approximately \$3,500,000,000 more for the same quantity of goods. They will in all probability not be in a position to buy as much as in the past.

Our exports may be reduced even to countries that have not devalued their currencies. Latin America will be able to buy some products in Europe at a lower cost than in the United States, and cheaper European monies will eventually create keen competition to American business in this hemisphere. Many European countries have government insurance of exports, and their exporters are, therefore, able to assume greater risks than American exporters. Gov-

ernment insurance is now maintained by 16 countries. They cover various risks including insolvency of the buyer; transfer of payment, exchange restrictions, etc. The British Government recently announced a new plan to guarantee exporters against a share of any losses if the cost of market research, advertising, or stock holding in the North American market is not recovered over "a period of time."

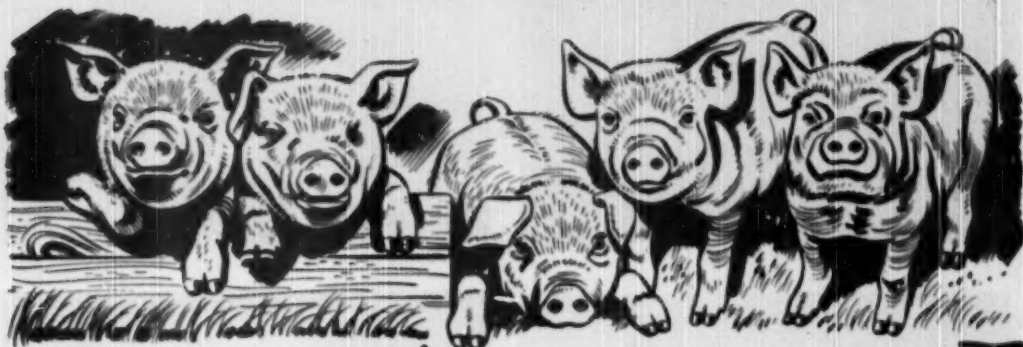
There are temporary influences which will for a while support American exports. The Marshall Plan will continue to supply dollars directly and indirectly to European and other nations. European production cannot be rapidly increased; therefore, foreign producers are not in a position to take new orders for early delivery. The price advantages to foreign producers may be nullified by inflationary costs and price increases in their own country. However, as time passes, the forces set in motion by devaluation will take effect and in the long run, American exports are bound to decline.

The main object in lowering the values of currencies was to make it attractive to American buyers to import European goods. The President of the British Board of Trade, in a recent address in the House of Parliament, stated that the export of consumer goods to the United States would be trebled within a short time. The Acting Administrator of the Economic Cooperation Administration in a speech before the National Foreign Trade Convention held last November in New York stated that it is not unreasonable to estimate that \$2,500,000,000 could be obtained by Europe from additional exports to the United States; \$500,000 from increased tourists' trade and \$2,000,000,000 through additional exports and services to other dollar areas.

(Continued on Page 24)

## ALONG THE WAY...OF TWA

THESE LITTLE PIGS "FLEW" TO MARKET....



UP...UP...UP...



**TWA** AIR CARGO AND MAIL CARRIED FIRST SIX MONTHS OF 1949 EXCEEDED 17,800,000 TON MILES. IN LIKE PERIOD, **TWA** INTERNATIONAL AIR CARGO INCREASED

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"GENEVA"

SYMBOL USED TO FACILITATE IDENTIFICATION OF **TWA** AIR

CARGO DESTINED TO SWISS CENTER. EACH OVERSEAS PORT OF CALL HAS ITS OWN MARK STAMPED ON LABELS (**TWA** DOES THE STAMPING) SPEEDS SHIPMENTS ABOARD **TWA** ALL-CARGO "GLOBE FREIGHTERS." KEEP **TWA** IN MIND.

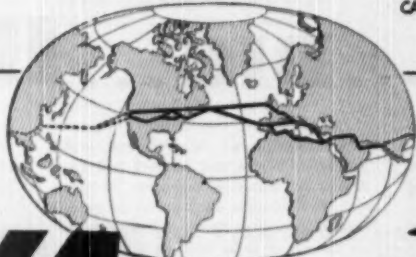


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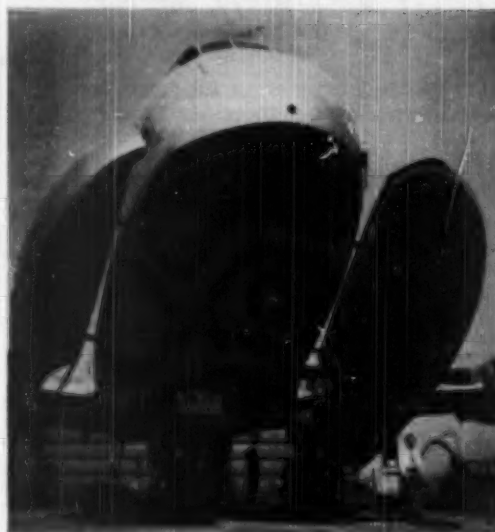
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## BIG...BIG...BIG

**H**ERE'S THE GIANTIC C-124 *Globemaster II* which recently rolled out of Douglas Aircraft's Long Beach plant.

Designed to haul up to 50,000 pounds of payload, it is initially aimed at military service. Underlining its size is the fact that this new cargo plane is nearly two-and-a-half times larger than the familiar C-54, four-engine workhorse of the Berlin airlift.

The C-124's 25-ton payload is good for 850 miles and return without refueling. Lighter loads, of course, increase its range.

An opening of 11 feet and eight inches in height and 11 feet and four inches in width is provided by huge clamshell doors in the nose of the plane. Ramps permit wheeled vehicles to enter the cargo hold with no difficulty at all. Usable cargo space is 10,000 cubic feet.

The cargo hold, which is 12 feet 10 inches high, 13 feet wide, and 77 feet long, is fitted with an electrically-operated elevator which facilitates loading and unloading. It can be lowered to the ground from the center of the cargo section.

As for the ship itself, it has a wingspan of 173 feet and three inches; length, 127 feet and two inches; and height, 48 feet and three inches. It is powered by four Pratt and Whitney R-4360-20W engines, with water injection and two-speed superchargers, rated at 3,500 takeoff horsepower. Curtiss three-bladed, high-activity propellers with a diameter of 16 feet and seven inches are presently designated for the C-124. Props are reversible to provide faster halts on the ground.

Twenty-nine such airfreighters will be built for the United States Air Force.



## No. 10-NEW MARKETS

### VERIFIED CASE HISTORIES TO HELP THE SHIPPER

#### American

A recent survey disclosed that only 10 percent of the total volume of cut flowers shipped by surface transportation moved more than 250 miles. This small volume was due largely to the fact that deliveries by surface carriers were too slow. According to the New York and Boston florists, their shipments from the West Coast took between six and seven days. Flowers frequently deteriorated to such an extent that they had to be disposed of immediately upon arrival at the lowest prevailing prices. And, when they couldn't be sold the day of arrival, they became a loss and had to be dumped. Damage claims often have resulted.

Thus, the flower industry has been handicapped in developing distant markets. On the other hand, flower prices in the local markets are determined by supply and demand, and since most flowers of a given variety mature within

a short season, to sell only locally would glut the market and plunge prices downward.

The situation presents a problem within a problem; namely, prices in the local market can be kept up provided surplus flowers can be distributed to distant markets—flowers can bring good prices in distant markets provided they arrive in good condition. The answer is a change in the method of transportation for long distance shipping as shown by the following case history:

Mr. A., New England wholesale dealer in cut flowers, purchased 10 carloads of carnations from one of his usual sources. His problem: how to get the highest profit on his investment.

Mr. A. had the choice of two alternatives: (a) the local market where demand was good, but supply also was good and consequently prices low; (b) some distant market where big demand

and limited supply would mean high prices.

Investigation showed him that, because of the supply-demand situation, carnations were bringing particularly attractive prices in Nashville, Tennessee. But there was one factor that had to be considered in figuring direct and indirect cost. That was transportation. Surface transportation rates were low enough. However, such transportation would consume two or three days with the possible chance of additional delay. This meant that the shipper would be running the risk of having to sell at marked-down prices because the flowers no longer would be fresh. Not only that, but time left for selling before complete spoilage would be shortened, and he'd have to plan on part of the lot being dumped. Thus, profits would be cut farther.

Mr. A. shipped the carnations to Nashville via American Airlines air freight. They arrived overnight, look-

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ing as fresh as if they had just been picked. And because they were in such good condition, he could afford to hold them for a buyer who would pay top prices. The retailer, too, had extra days in which to sell—and dumping and loss was something neither had to worry about.

### Braniff

Republic Doughnut Company, of Dallas, Texas, prides itself on its Mayflower cake doughnut—crisp, succulent breakfast tasty, second to none, and made from a very special recipe.

Doughnuts, however, are a highly perishable item and time is of the essence if their consumer is to sample them at their peak of goodness. Republic, anxious to provide more Texans with a share of its wares, but faced with the headache of getting the perishable doughnuts to distant markets,

called in Braniff Airways for suggestions.

Result: a cooperative schedule with the airline that has the doughnuts rolling off the line in Dallas at 5:00 p.m.; at Love Field Airport by 6:00 p.m.; aboard the plane at 7:00 p.m.; and in Lubbock that same evening by 9:00 p.m.

Delivery trucks are waiting at the Lubbock airport and the still-warm, fresh doughnuts are distributed to bakery drivers who start on their Lubbock early morning deliveries at 2:00 a.m. Grocery stores, restaurants, and cafes have them on hand that same morning in time for the earliest dunker, and transportation via Braniff has made possible doughnut distribution throughout a 400-mile area in and around Lubbock.

Republic is now working out commodity rates with Braniff to speed its

Mayflower doughnuts to early risers in Amarillo, Houston, Waco, San Antonio, and Austin. Since October 24, Braniff has shipped approximately 5,000 pounds of doughnuts. Figuring 10 doughnuts to a pound (not counting holes) that's 50,000 doughnuts that Republic is dunking in a brand new market.

### Chicago & Southern

A Memphis CI, who had started manufacturing window fans following his return to civilian life, heard S. A. Stewart, president of Chicago and Southern Air Lines, tell a Chamber of Commerce luncheon group that Venezuela was one of the few South American countries which had an excess of American dollars.

"Get down to Venezuela and sell your products," Stewart urged the business men.

To the young window fan manufacturer, Stewart's words served as a healthy shot in the arm. Domestic competition was keen and the fan company was close to failure. The export market hadn't even been thought of, but here was an airline president giving what appeared to be sound advice. So he boarded a C&S flight to Caracas, taking one of his window fans along as excess baggage. Within 24 hours after his arrival in Venezuela he had found an import agent to whom he showed his goods. The conversation which lasted only 30 minutes, ended something like this:

"How many fans do you produce a day?"

"Fifteen."

"I'll take all the fans you can make for a year. And try to get that production up to 25 a day. Ship them C&S air freight out of Memphis."

The astonished man left his sample fan—for which he received cash, including the excess baggage charges he had paid—packed his bag, and flew back to Memphis. His entire production of window fans began flowing to

**across the street or across the world**



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Venezuela, and his rate per day soon mounted to 22. Prompt payment was made by sight drafts. Instead of going out of business, a new market developed in a foreign country which put the company on its feet and guaranteed sales of a year's production.

### Colonial

When Colonial Airlines became certificated to serve Bermuda from New York and Washington, D. C., the beautiful lilies that the island is noted for became available in fresh-cut bouquets for the Easter flower market all along America's East Coast.

Only three-and-a-half hours by air from New York, Bermuda lily fields went into large production with the knowledge that the perishable flower could reach its ultimate destination in healthy condition.

An arrangement was immediately made with Callnon Brothers in Philadelphia, now the largest Bermuda lily importers on the East Coast. The fragrant white beauties were cut in the fields on the islands, and packed right there in cartons protected by wax paper. A few hours later they were loaded into the cargo compartments of the big Colonial Airlines planes bound for New York. Four and five specially

chartered flights are the rule during the lily season, carrying an average of 12,000 pounds or 1,000 stems (each stem has about five buds) per flight.

The lilies, worth thousands of dollars, are exported by E. W. Outerbridge, who owns the greatest amount of field space in Bermuda and imported in Philadelphia by Callnon Brothers and other importers. They are retailed through florists all along America's East Coast.

### Continental

A greatly expanded market for Colorado-grown perishable products has been realized through the use of air freight and air express. For instance, each year Airborne Perishables Company at Denver merchandises as many as 3,000 turkeys at Hobbs, New Mexico, one of the cities served by Continental Air Lines. These are highest quality birds, meticulously cleaned and packed in attractive boxes—sent via air express.

Using Denver as a distribution center to virtually all the Rocky Mountain, Continental and other scheduled airlines serving the area have expanded the market for many items all the way from Colorado carnations to drug items needed by relatively isolated cities.

Continental just a few months ago completed arrangements with the Manssengill Drug Company of Kansas City whereby drug items of all types are sent air freight from Kansas City to Denver where they continue on their way via surface parcel post, thus combining air and surface transport for best results.

Beginning January 1, with new lower air freight rates for carriage of newspapers, Continental will begin flying copies of *The Denver Post* to Albuquerque, New Mexico, and other cities of that area, thus expanding the circulation area of that newspaper.

### Flying Tiger

The following has been taken from the files of the AEC Furniture Company:

"Last Fall, we began production of our new line of furniture. This was based on a sales approach made during the Summer. We found a good deal of interest in our product, but that was about the extent of it. Then suddenly, in mid-September, buyers began calling us from Chicago and New York.

"Our medium-priced line of furniture, done in the Hollywood style, was catching on. Advertisements in newspapers and magazines had brought de-

(Continued on Page 24)

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For Air Cargo when  
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<b>GUAYAQUIL, ECUADOR</b>	<b>44</b>
<b>LA PAZ, BOLIVIA</b>	<b>67</b>
<b>LIMA, PERU</b>	<b>55</b>
<b>RIO DE JANEIRO, BRAZIL</b>	<b>70</b>

Via AAL, TWA, or UAL to Chicago, then BNF; TWA to Kansas City, then BNF; or AAL to Dallas, then BNF.

These rates apply at intermediate points served by UAL, TWA and BNF. Also AAL at New York.

## BRANIFF

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Los Angeles • Detroit  
And 36 Other Principal Cities of the Americas



(REG. U. S. PAT. OFF.)

**A**BOUT a year-and-a-half ago, *AIR TRANSPORTATION* featured a story by Thomas E. Lyons, executive secretary of the Foreign Trade Zones Board, in which he discussed the subject of foreign trade zones at airports (*Foreign Trade Zones and Air Commerce*, June, 1948, issue). In it, Lyons quoted a statement made in 1946 by the Foreign Trade Zones Board:

"Due to the rapid increase in air cargo, several communities concerned with the development of international air freight are now studying the question of establishing foreign trade zone facilities at airports of entry. Although foreign trade zones were primarily designed to aid ocean commerce and shipping, the Celler Act also authorized their establishment at points not necessarily served by water carriers. If these zones can be satisfactorily located at or near international airports, they may eventually aid in developing our vital air commerce."

Last month, Secretary of Commerce Charles Sawyer, who also holds the post of chairman of the Foreign Trade Zones Board, made the announcement that authorization had been granted for the establishment and operation of a foreign trade zone at the San Antonio municipal airport—the sixth United States foreign trade zone, and the first located at an airport. Also, it is the first to be established at an inland site, and the first to be operated by a private corporation.

Scobey Fireproof Storage Company, of San Antonio, will operate the new zone. Construction is expected to be completed early next Summer, and the trade zone will be opened for business at that time. Included in the Scobey construction program are warehouses, manipulation space, modern cold storage compartments, rooms for fumigation, offices, and other facilities. Expenditures will go beyond the quarter-million mark.

"Establishment of the San Antonio foreign trade zone will provide new facilities for the expansion of United States world trade, particularly with Mexico and other Middle American countries. Direct transportation connections by air, rail and motor carrier will be provided to and from the enclosed foreign trade zone area."

"Foreign merchandise may be brought into foreign trade zones without being subject to import duties or customs bond. Such goods may then be manipulated, processed, and combined with other products in various ways. Foreign merchandise brought into United States customs territory from foreign trade zones, however, is subject to all customs requirements, including duties."

Authorization for the establishment of foreign trade zones in the United States was effected by the Celler Act of 1934. The first came into being in 1937 at the Port of New York; the second in 1947 at New Orleans; the third in 1948 at San Francisco; and the fourth and fifth at Los Angeles and Seattle, respectively, only four months ago.

TWA has called upon the Civil Aeronautics Board to revoke the Letter of Registration held by Seaboard and Western Airlines, transatlantic air freight carrier, because S&W allegedly has continued to "violate the law," has "deliberately" kept certain facts from the CAB, has operated a too frequent service, and has committed "deliberate" traffic violations. Seaboard, which revealed that it had seen the four-page press release issued by TWA, lashed back, calling the charges "distortions of fact," and accused the big airline with attempting to "remove Seaboard from the international field."

TWA's charges are contained in a brief filed with the CAB. The certificated air carrier pointed out that the CAB examiner's report on TWA's original complaint against S&W filed in May, 1948, a hearing on which was held last February, found the latter guilty of the charges. The examiner's recommendation, however, was that S&W cease the practices of which it is accused.

Seaboard also has filed exceptions to the examiner's conclusions, in the form of a 79-page brief. In reply to TWA's blast, it said:

"TWA's distortions of fact and reckless and baseless charges are shown in their true light in Seaboard's brief in support

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of exceptions to the examiner's report filed with the CAB. These hysterics emanate from a carrier who is exerting every effort to prevent the unsubsidized carrier from entering the field which has so long provided TWA with financial support from the public treasury. As our brief points out, this proceeding is clearly an all-out attempt on the part of TWA to remove Seaboard from the international field. We feel confident that the lawfully constituted authority will view the facts in proper perspective."

TWA called the CAB's failure to revoke S&W's Letter of Registration "not only shocking to good conscience, but is an open invitation to flagrant lawlessness." It added:

"The record conclusively demonstrates that Seaboard, from its very outset, proposed an unlawful operation. Its original conception has been carried out on a vigorous and ever-expanding basis for over two years, despite periodic warnings from the Board and its staff. Seaboard's activities have been concealed and mislabeled, so that only through strenuous efforts has the Board been able to ascertain the actual nature of its operation. Throughout this period, Seaboard, under the guise of cooperation, has done everything possible to keep the Board from knowing the truth. And now, after the story has finally come out, despite the fact that Seaboard has continually benefitted from its systematic lawbreaking, the only penalty proposed is a gentle slap on the wrists; and order that Seaboard change its conduct in the future."

The TWA exception to the examiner's report charges that by loosely defining the meaning of "shipment," S&W became free to make special deals with shippers—namely, rates paid on the basis of accumulated volume of freight delivered over an extended period of time. These arrangements, TWA said, never appeared in writing, or were discussed with the Board, but were conveyed to shippers by word of mouth. TWA also accused S&W of transporting passengers in spite of the fact that its Letter specifies only the transportation of freight.

Meanwhile, Seaboard and Western Airlines has signed a 10-year lease for its new headquarters which will be located at 80 Broad Street, New York, deep in the heart of the shipping center. Seaboard's executive, traffic and operations, sales, insurance, economic planning, and accounting departments will be housed on the entire fourth floor of the building.

Participating in the recent forum, *Selling Air Transportation*, sponsored by the Aviation Division, New York Board of Trade, were: William A. Forbes, chairman of the board, Platt-Forbes, Inc., who served as moderator; Dr. Virgil Reed, director, J. Walter Thompson Company, "airline advertising"; James C. Hart, Mel Adams and Associates, "airline public relations"; Alfred M. Hudson, vice president, Colonial Airlines, "airline customer relations"; E. A. Whitehouse, E. R. Squibb International Corporation, "airline shipper relations"; Lewis C. Berwell, president, Resort Airlines, "vacation specialty job"; Charles L. Gallo, president, Air Express International, "freight forwarders' job"; Robert G. McLain, superintendent, Commercial Division, Railway Express Agency, "Railway Express Agency's job"; Charles J. McCarthy, vice president,

United Aircraft Corporation, "manufacturers' job"; Gordon Slesper, vice president Frank R. Hall and Company, Inc., "insurance companies' job"; Jerome F. Gould, president, Asoro Packaging and Packing Corporation, "packing companies' job."

New Year's Day signals the beginning of Sabena's new service to Munich, Düsseldorf, and Nuremberg. Other German cities served are Frankfurt, Hamburg, and Stuttgart.

Aerolíneas Argentinas Fama is expected to receive CAB permission to operate scheduled services between Buenos Aires and New York. It has been predicted the Argentine airline will fly one schedule a week, with a number of interim stops between the two terminal points, later expanding to three flights a week. Eastern and National opposed the new route at the final oral hearings on the basis that it would cut into their New York-Havana business.

KLM Royal Dutch Airlines has inaugurated four-engine all-cargo service from Amsterdam to Teheran, connecting with the air carrier's transatlantic cargo planes. This assures shippers direct through service to the Near East.

KLM's Convairs, formerly operating between Amsterdam and Athens, via Nice and Rome, on a twice-a-week basis, are now flying on to Damascus. The line also has introduced three evening flights a week between Amsterdam and Paris, in addition to the two daily flights. The evening flights connect with planes arriving from New York.

Aerovías Nacionales de Colombia, better known as Avianca, is celebrating its 30th anniversary. An affiliate of Pan Am, it is regarded as one of the largest carriers of air cargo in the world. Last year it hauled more than 30,000 tons of cargo.

Beginning with two single-engine Junker F-3s, Avianca's present fleet includes seven DC-4s and 30 DC-3s. Scheduled service between Bogotá and Miami was inaugurated in January, 1947, and last April the run was extended to New York.

The 16 domestic trunk lines have chalked up appreciable gains in air freight and air mail during the first nine months of 1949, with the only drop shown in air express. The 66,210,454 freight ton-miles represent an increase of 37.5 percent over the same period the year before. Mail ton-miles totaled 29,364,003, a 14.1 percent gain, while the 18,767,320 ton-miles of express flown showed up as a 12.5 percent decrease.

TACA Airways reports that COD shipments to interior points in Honduras, other than Tegucigalpa, will not be accepted. However, COD shipments to British Honduras, El Salvador, Guatemala, and Mexico, as well as Tegucigalpa, will be accepted.

Three-a-week service between New York and Nice has been started by Pan American World Airways. Flights leave New York at 9:30 a.m. Sundays, Tuesdays, and Fridays, going by way of Lisbon. Wendell R. Stevens, superintendent of tariffs and schedules, writes:

"For the present all flights between  
(Continued on Page 26)

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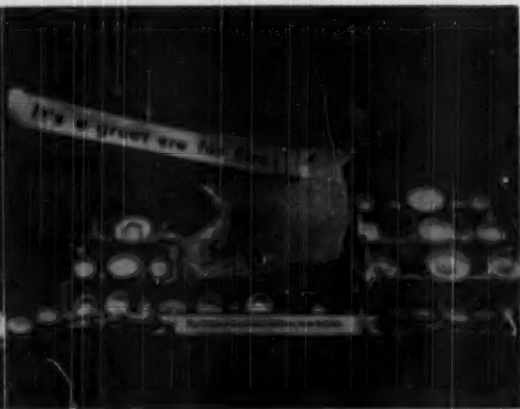
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Air freight has terrific promotional value, and one of America's best-known department store executives tells why.

# OULD ERIN LANDS IN GIMBEL'S WINDOWS

By BERNARD GIMBEL

President, Gimbel Brothers

**G**IMBEL BROTHERS STORES have long used air transportation in conducting their business, but they have seldom put it to better use than in preparing the Gimbel-American Airlines Irish Exhibit which stirred New York City in November.

It has long been thought that New York is the biggest Irish city on the globe, but it took Gimbel's, with the aid of American Airlines, to prove that fact. By filling our 27 windows on Broadway, 33rd, and 32nd Streets, with top-quality merchandise flown from Ireland by our collaborators, we succeeded in attracting greater window crowds

than at any time in our experience, with the exception of the Christmas season. More than 100,000 pieces of literature on Ireland and Irish-made goods were requested and provided during the exhibit.

## Star Attraction

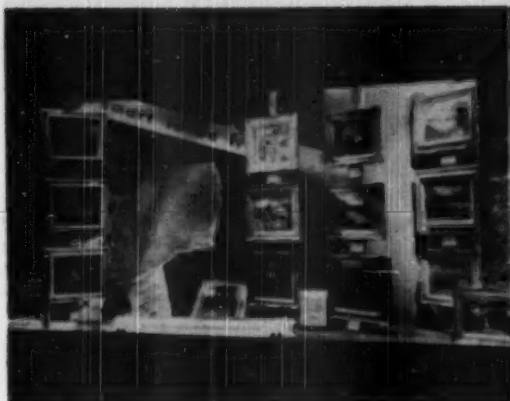
Irish goods, ranging from religious articles through handicrafts, foods, and clothing, to shoes and rope, attracted passersby by the thousands. Seldom during shopping hours in the two weeks of the exhibit was it possible to get to our windows without waiting for others to move on. Crowds were usually four

and five rows deep around the displays.

The exhibit succeeded not only in attracting attention; it also attracted thousands of serious purchasers. We could have sold the materials, including display props, right out of the store windows. A pony cart, background for a display of Irish-made children's dresses, was earnestly bid for by eight potential purchasers.

Requests for items and information came not only from our primary service area. Gimbel's turned over to American Airlines some 800 letters from other retailers, some as far away as Tennessee, who had seen the displays





ART

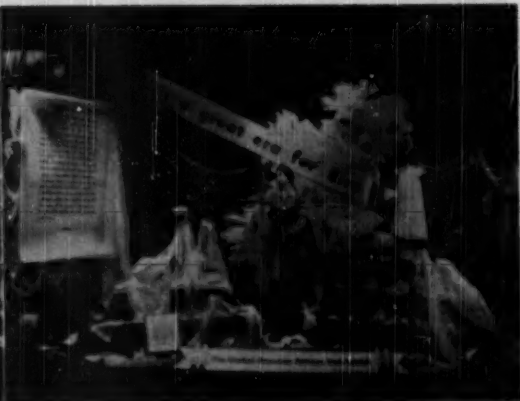
while in the city and wanted details on how to obtain shipments of the merchandise. As for our store, the retail sales and indications of public appreciation resulting from the exhibit kept us busy and were their own reward for our participation.

The Gimbel-American Airlines Irish Exhibit was no overnight affair. It was conceived by one of our merchandising staff working with the airline's representative last Spring. Six busy months were required to organize and prepare it. From its inception, I insisted upon the expenditure of every effort toward making the Irish Exhibit the best thing of its kind ever done. C. R. Smith, president of American Airlines, placed the facilities of his company and the aid of its people at our disposal. Their aid was invaluable.

### On the Spot

Miss Bernice Fitz-Gibbon, Gimbel's advertising director, made a flying trip to Ireland to select the types of merchandise to be featured. She visited exporters and manufacturers, inspected cottage handcraft operations, and artists' and artisans' works. She roughed out the complete plan for the exhibit on the spot before returning to New York.

In placing orders for the goods, American Airlines' staff in the Emerald Isle was put to work making the final selection of the highest-quality goods in each of the several types decided upon. They arranged shipping details and provided our display and caption-writing people with complete information on each shipment. As time for the display drew near, the man who had done most of the contact work in Ireland came to New York to aid our people in putting the finishing touches on the exhibits and to check upon the accuracy of display captions. (Concluded on Page 21)



LACEWORK



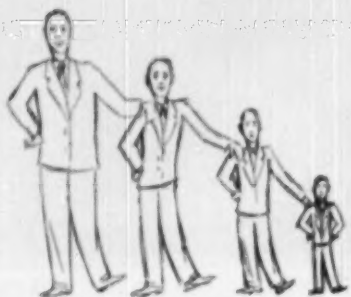
GLOVES



FOODS



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TRANSPORTATION BUSINESS  
—AND HIS SON IS THE  
FOURTH—**



## J.C. EMERY

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FIRST OF THE AIR FREIGHT  
FORWARDERS TO RECEIVE  
A CAB LETTER OF REGISTRATION**



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THE NAVY IN THE LAST WAR—  
SPECIALIZED IN CARGO!**

**AIR CARGO IS THE  
NEW AND BETTER  
WAY!**



**FISHING & GOLF  
ARE FINE—BUT HIS  
2 YEAR OLD  
GRANDSON IS MORE  
IMPORTANT!**



**J.C. IS CHAIRMAN OF THE  
AVIATION DIVISION, NEW YORK  
BOARD OF TRADE—ALSO PRESIDENT  
OF AIR FREIGHT FORWARDERS ASSN!**

**Bed Bice**  
AIR  
TRANSPORTATION

## OULD ERIN

(Continued from Page 9)

All in all, we are so well satisfied with the results of this major offering of new import goods to our customers through the New York store's exhibit that we are considering similar displays for other Gimbel Brothers outlets throughout the country.

Certainly, we have proven the advisability of sincere cooperation between the American merchandiser and the foreign manufacturer, with the helpful, capable employees of the air transportation industry acting as agents for both.

## SUPER-SALESMAN

(Continued from Page 9)

forwarder fits into the scheme of things, let's determine first his value to the shipper. The term "forwarder" may best be defined as one who facilitates and expedites the movement of cargo and operates as the shipper's traffic department or as an adjunct to the traffic department, depending on the policy of the concern employing a forwarder. In any event, it means that the cost of doing business is less when the shipping arrangements are handled by a forwarder than when a shipper gears up to do the complete job.

### Complete Traffic Service

In the air cargo field, we have learned that a forwarder cannot operate with an office in his hat, and that in view of the large number of shipments and tonnage which he must process expeditiously each day, he is required to establish a complete traffic service organization with qualified and experienced personnel, office and terminal space, trucking and other services at a considerable capital outlay. The cargo on the terminal floor must be cleared out each night and dispatched

without delay in order that the shipper may have the full benefit of air transport and that calls for organization.

The organization of a forwarder breaks down into departments similar to that of an airline, i.e., administration, sales, traffic, accounting and operations. Employment of full-time solicitors is required in order to solicit new accounts and for the purpose of maintaining good-will with clients. The traffic department is responsible for the maintenance of files on air-rail-water-truck tariffs, import and export regulations, consular document requirements and the actual documentation work; operations cover actual pickup

and delivery, terminal loading, sorting, and waybilling.

Probably the most outstanding feature of a forwarder's service to a shipper with multiple destination traffic can be expressed by the term "one-call service." The one-call service feature relieves a shipper of maintaining liaison with several carriers on matters relating to pickup, flight schedules, routing, space bookings, tracing, claims, rates and billing. The one-call service is of definite value on information calls since the forwarder maintains complete and up to date tariffs on all carriers and is able to immediately provide cheapest rates and best routings. One call ar-

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West Coast Office: Oakland Municipal Airport, Oakland, California

Canadian Office: Frank Ambrose Aviation (Canada) Ltd., Dorval, P. Q., Canada

Panama Office: Frank Ambrose Aviation, S. A., Calle Segunda No. 8, Panama City, R. P.

Established 1923

Cable Address: AIRAMBROSE

U. S. Export License No. 191

ranges for pickup of shipments destined to multiple destinations and the distribution of those shipments to the various carriers involved eliminating telephone and labor cost to the shipper.

The freight forwarder can instigate claim proceedings for the shipper on shipments lost, non-delivered, damaged or pilfered with all carriers and is completely familiar with various paper forms to be submitted. In many cases, he will settle immediately with his client in addition to absorbing all the paper and correspondence work in the time-consuming process known as claim settlement. The freight forwarder se-

cures immediate attention from carriers on tracer work in regard to shipments lost or delayed in transit.

There are complete facilities for the preparation of any consular documents on foreign shipments which may be required in the language of the foreign country. Such documents must be accurately produced or shipments may be delayed by Customs officials and heavy penalties and fines imposed, endangering the good-will relationship between consignor and consignee. Messenger service is available for the delivery of consular documents to consulates for legalization and under spe-

cial arrangements such documents can be completed and returned in one day. The forwarder will bank shipments, draw drafts, and present same to the bank for collection; and adhere to all the requirements expressed in a Letter of Credit. The forwarder prepares invoices, certificates of origin, export declarations and secures export licenses—all at modest fees.

Shipments on which documentation work has not been completed are received at the forwarder's terminal and held without storage charge. This clears the floor of the shipper and releases space in which the next order for shipment is prepared. The freight forwarder prepares international airway-bills for use through any international gateway city under an all-air or combined surface and air routing. Airway-bills are received by the shippers the next morning and the shipper is relieved of transshipment problems at gateway city.

The shipper's accounting department benefits, too, with only one transportation account on their ledgers.

There are other advantages which accrue to an exporter resulting from the consolidation of loads from various plants or suppliers situated at inland points to the forwarder's terminal located in an international gateway city. The forwarder breaks bulk without charge and distributes the parcels to the various international carriers according to destination based on direct routing and lowest rate. Such shipments to the forwarder may come forward via air, rail or truck. The forwarder is a complete traffic department manned by skilled personnel who are completely familiar with shipping problems to any point in the country or the world.

Now, of what benefit is the forwarder to the air carrier? The forwarder supplements the handling and selling forces of air carrier in various instances as follows:

Relieves the carrier of pressure on the pickup and delivery services; sup-



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plements the carrier's information unit in connection with requests for rates, schedules and documentary information; when the forwarder places a tracer, all information required by the carrier is complete and to the point, enabling fast, expeditious tracing. Similarly, when the freight forwarder institutes a claim proceeding, the carrier is provided with all required forms and documents. The freight forwarder prepares and splits the airwaybill for the carrier, which reduces the cost of such preparation and enables the carrier to immediately manifest the cargo upon receipt. The carriers receive all shipping and consular documents in good order allowing for speedy dispatch and clearance through customs. International shipments improperly documented are delayed at gateway cities awaiting revised or corrected papers. The accounting department of the carrier is relieved of billing each individual shipment and, finally, the forwarder solicits and advertises air cargo services. This latter point should not be glossed over lightly; our people are pounding the streets every day in half-a-dozen cities. Their solicitation is implemented with paid advertising space, direct mail programs and literature of various sorts.

In a little over 20 years, the air transport industry has grown into long pants and is a factor which motivates our every-day life. It was not so long ago that the one who would hazard an opinion that eventually the airlines would transport passenger traffic in an amount equal to half or even a quarter of the total Pullman traffic borne by the railroad was characterized as a dreamy-eyed crystal ball gazer. So, too, today, with cargo; but I shall attempt no estimates or opinions of the future except to say that the air cargo potential has just been scratched. The airlines, including both the old group of certificated carriers and the newly certificated cargo carriers, stand on the threshold of a new and fascinating ad-

## Air Cargo Insurance

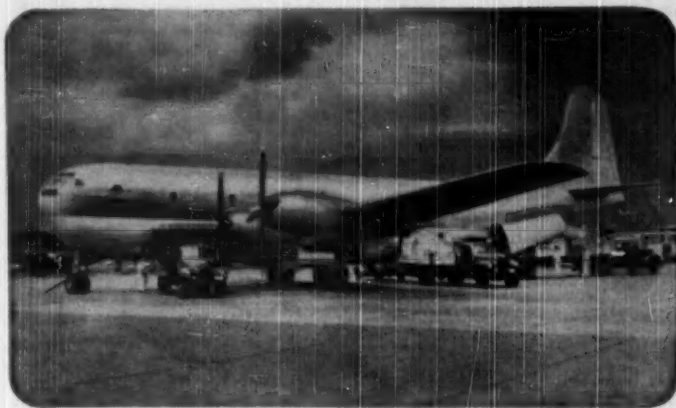


PHOTO COURTESY OF TWA

**W**HEN air cargo moves at three miles a minute—and every minute means money—then air cargo insurance service must move at the speed of flight, too.

But, as in aviation itself,—speed and precision in insurance service require years and years of practical experience and a world of knowledge. And a mind open to change!

That is why our policies, which protect shipments everywhere, are not only firmly based on sound insurance principles,—but are kept in step with rapidly changing air transportation developments at all times.

Let us aid you in maintaining proper air cargo coverage for your clients.

ESTABLISHED 1881

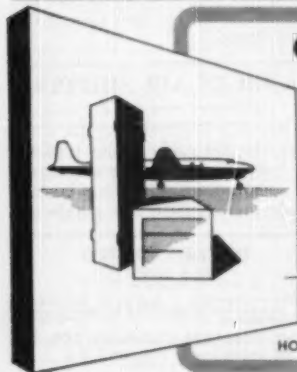
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- Connections to major Orient cities.
- Weekly service to India, Arabia, Egypt, Europe.



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Ask your Cargo Agent or nearest P.A.L. office for new descriptive folder or rates.

## PHILIPPINE AIR LINES

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venture—the development of air cargo which promises to transcend the potentialities of passenger traffic.

The entrance of forwarders into the air cargo field would assist immeasurably in the expansion of this new vehicle. It would seem that the CAB had this point in mind in the freight forwarder case and it might be interesting to quote a brief footnote which appeared in the CAB decision:

*"The larger surface forwarders have on file with the Interstate Commerce Commission tariffs which provide rates to and from practically every town and city in the United States, and nationwide service is maintained through rate arrangements with approximately 5,000 motor carriers. In 1946, the surface forwarders employed more than 10,000 persons, handled more than 19 million shipments totaling over \$4½ million tons and earned over four million dollars in net revenue."*

If there were only 10 organizations like mine interested in selling domestic cargo in addition to international cargo, it would mean a working and selling force of 1,000 persons—1,000 persons breathing, living, selling, and promoting air cargo!

Food for thought!

## DEVALUATION

(Continued from Page 10)

So far, European exports to the United States have been substantially below the prewar level. Between 1929 and 1938, the 16 European nations which are now receiving our aid supplied us with 25 percent of all our imports. But between 1947 and 1949, they supplied us with only 12 percent of our imports. Sales to us by the leading European countries for the first half of 1949 compare as follows with their prewar sales: Sweden, 24; Germany, 25.2; France, 34.5; Netherlands, 45; England, 48.8; Italy, 56.6.

During the first six months of 1949, exports from the ERP countries to the United States approximated \$450,000,000. (Incidentally, in the same period, exports to us from Canada amounted to \$762,000,000, although Canada has

only a population of 13 million, and the 16 ERP nations have a population of 280 million.) It will take great effort on the part of the 16 European nations to raise their exports to the United States from an annual rate of approximately \$900,000,000 to \$2,500,000,000, particularly since they would have to sell 30 percent more in quantity than before the devaluation.

Europe's industries can benefit through devaluation only if their prices remain at the predevaluation level. It appears, however, that prices for commodities readily sold in the United States have already been raised so that the cost of the goods in the United States either remains unchanged or has been reduced only slightly. Prices for copper, lead, zinc, and cotton were raised by the British authorities to levels in line with American markets. Canadian producers of newsprint and non-ferrous metals raised Canadian prices so that the American dollar prices remain unchanged, and the price of French leather goods—fine air commodities—was advanced to an extent that will void devaluation benefits.

Increased sales in the United States of foreign goods require an extensive and intensive promotional campaign. While some attempts are being made by foreign governments to promote sales of their products in the United States, these attempts are too feeble and inadequate to bring real results. They are conducted mostly by newly arrived representatives of these governments and not by local American businessmen who are familiar with American markets and know how to merchandise goods.

As you see, a large expansion of foreign sales in the United States depends upon the supply of the goods through enlarged production; the proper pricing to meet local competition and an aggressive promotional campaign. Unless a strenuous effort is made by the European nations to meet these requirements, the dollar shortage will continue.

The shortage of dollars abroad, or the so-called dollar gap, is not a new phenomena. Since 1876 with the exception of a few years, we exported more goods than we imported. Until 1914, the excess of our exports was financed by earnings from foreign investments, service charges, etc. From 1914 to 1948, we exported goods and services to the value of \$270,000,000.

and imported goods and services of only \$169,000,000,000. We, therefore, exported \$101,000,000,000 more than we imported during this period. The difference was paid for as follows:

Private gifts by Americans to their kin and friends abroad	\$10,500,000,000
American investments abroad	10,500,000,000
Gifts and loans by the United States Government	68,000,000,000
Shipment of gold and liquidation of foreign holdings in the United States	15,500,000,000
Advances by the International Monetary Fund and the International Bank	1,000,000,000
Adjustments	4,500,000,000

The rest of the world actually paid only \$185,500,000,000 for the \$270,000,000,000 in goods and services which we furnished them. Our Government and our private citizens have contributed \$64,500,000,000 to the rest of the world in the past 35 years.

This country has unselfishly rendered assistance to other nations to an extent unprecedented in the history of mankind. It is time now to tell the rest of the world that their salvation lies in their own hands. We helped them through the difficult postwar period of reconstruction. Now it is up to them.

If any of them have illusions that we will keep on assisting them without their genuine effort to work harder, to cooperate with each other and to take constructive steps to become self-sufficient, these illusions must be dispelled.

I do believe that if the European nations will free their international commerce from the maze of controls and restrictions, they will open the way to a balanced trade in which air transportation will play a big part. I do believe that if they make a real effort to increase their production, reduce costs, and aggressively market their goods in the United States, they will eventually attain equilibrium in their trade with us. We must help them by increasing our imports and by removing the obstacles which hamper their sales in the United States.

## LESSON IN AIR SHIPPING

(Continued from Page 15)

mands from the public for the product. But inventory-conscious store buyers were waiting for orders before buying. A major store in New York telephoned

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for Airfield or Flight School*

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Scraper 1-500



us and asked when we could make delivery. First we investigated a van line. We were promised a \$12 per 100-pound rate, and seventh-day delivery in New York. We turned our plant into 24-hour production to meet his big order.

"Then came the end of September. Our van line lamely complained that it could not perform. We were desperate. It was a big order and we had to make delivery.

"For weeks, a salesman for The Flying Tiger Line had been around to see us. We called him. We had 6,500 pounds for New York and 6,000 pounds for Chicago. We asked him when he could handle it and the cost. He said he'd get it all delivered within three days at the tariff rates, which were only about \$7 per 100 pounds above the van. Okay, we said. Within an hour, a truck was at our warehouse. Within three days, all the furniture had been delivered. Our customers were delighted.

"Considering the crating, which we could eliminate for air freight, elimination of future warehouses charges, and the speed of delivery which was accomplished, we found that we could afford to split the difference in air cost with our customers and come out all right.

"We are now shipping all our merchandise via air freight."

#### KLM

The advent of air cargo has created an entire new conception of markets. The following items illustrates the growing list of new products currently being transported by KLM around the world—hat bodies, human remains, and sausage casings!

Sausage casings are ordinarily classified as a low-type freight, destined for the holds of cargo ships—transported in days of old, first by caravan, then by local surface transport, and eventually from the seaport to final destination. Air cargo has changed this picture, especially in the Near East, where aircraft land in the midst of the producing area and pick up partially processed casings which have been packaged in specially designed moisture-proof containers immediately adaptable to air transportation.

The market in casings is worldwide and the processing plants are generally located in heavily populated cities. The flow of casings must be constant in order to keep final processing plants in



# NOW!

## ORIENT CARGO

### NEW LOW COMMON RATES

	Under 100 lbs.	100 lbs. and Over
<b>TO the ORIENT</b>	<b>\$2.26</b>	<b>\$1.70</b>
<b>FROM the ORIENT</b>	<b>\$2.09</b>	<b>\$1.57</b>

Above rates apply from all points on domestic route  
of the following airlines to Tokyo, Seoul,  
Okinawa, Hong Kong and Manila!

American Airlines  
Braniff Airways  
Chicago & Southern  
Air Lines  
Colonial Airlines

Delta Air Lines  
Eastern Air Lines  
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Mid-Continent  
Airlines

Monarch Air Lines  
National Airlines  
Northwest Airlines  
Northwest Airlines  
Piedmont Airlines

Southwest Airways  
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Western Air  
United Air Lines  
Western Air Lines

## NORTHWEST *Orient* AIRLINES

COAST TO COAST...HAWAII...ALASKA...THE ORIENT

operation. The highly undependable caravan-steamer delivery often closed plants in New York, Chicago, and London for varying periods of time waiting for the accumulation of loads and final delivery.

Air cargo changed this picture entirely in that small quantities of casings could be immediately available from the point of origin several days a week, and regular service keep the goods in steady supply to the final purchaser. In addition to this supply item, the matter of insurance was highly important in changing to air, as the pilferage en route—particularly on the caravan portion of the haul—was unreasonably high, despite the low value of the unfinished product. Air changed this picture by avoiding transshipments, various handlings en route, and the use of local labor.

The promotion of air shipment of human bodies was brought about after a study was made of the usual handling. Bodies, enclosed in sealed zinc-lined

caskets, weigh an average of 600 pounds. Surface transportation offers a service at a flat rate. KLM calculated a specific commodity rate on this basis, plus 10 percent for speed in delivery. Overnight service to European destinations was thus offered to families and relatives of the deceased. A promotional campaign was carried out with the result that KLM carries a major portion of this type traffic.

In the hat-body field, an Eastbound movement of these goods exists which was developed in conjunction with the hat importers here in order to lengthen the duration of the market in the United States. Hat bodies arriving for the Fall market usually had to be on hand in September. By air, the goods continued to arrive for final processing right through the second week of November. Unfinished hat bodies lend themselves immediately to transportation by air.

#### FOR SALE

West Coast's largest stock of Douglas Constellation & Cessna-Wright airplanes parts; we will meet or better your present buying price. Preferential discounts to end users.

AN3150 Batteries CS Cockpit Lights  
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(see adv.)

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## National

News is probably the most perishable commodity to deliver to the consumer. Therefore, it is natural that newspapers are turning to the advantages of air cargo to get their product to markets far beyond the territory they could reach by surface transportation. At the height of the Winter season National Airlines' air cargo department handles 10,000-12,000 pounds daily of New York newspapers destined for Florida resort cities.

It is common for a New Yorker vacationing on Florida's "Gold Coast" to read a metropolitan New York paper on the same morning that it comes out at home. Off the press just before midnight in New York, the newspapers are flown air cargo by National and are ready for sale on the streets of Miami just after dawn.

The New York dailies reach a large reading audience more than a thousand miles away, especially during the Winter season when the influx of tourists reaches its peak in Florida resorts.

Flying newspapers is not limited to spanning thousands of miles to reach readers. Leading daily papers in other cities served by NAL in 12 states and Cuba are turning to National's air cargo to extend their circulation into areas with potential readers for a larger daily newspaper. For instance, *The Miami Daily News*, an afternoon daily, is available in cities and towns throughout Florida the same day it is read in Miami.

The same is true of racing forms. Printed where the races are running during different seasons, the publication can be put into the hands of fans thousands of miles away in a matter of hours through the speed of air cargo.

## Trans-Canada

Charles E. Frost and Company, one of Canada's leading pharmaceutical laboratories, has opened new markets by shipping its highly perishable products by air cargo.

With the inauguration of Trans-

Canada Air Lines' Caribbean Service, the door was opened to the West Indies and South America, and air cargo's speed brought these places well within the selling range of this firm. Speed was not the only factor in Charles E. Frost's decision to widen existing markets. The firm appreciated the fact that inventories could be reduced, packaging simplified, insurance arranged from door-to-door in one operation, and documentation eliminated by shipping by air using the International Airwaybill.

## United

The ability of air freight to create new markets is well illustrated by the millions of baby chicks flown on *Cargoliners* and *Mainliners* of United Air Lines.

Prior to the start of air freight, chick shipments were limited to the distances covered by surface carriers within 60 to 72 hours—the period in which new-hatched chicks can live without food or water. This factor rigidly narrowed the sales territory of chick growers. Some of them, in fact, could not ship with any degree of security beyond 300 miles.

United began extensive research on chick shipments in cooperation with the University of Illinois in 1944. These studies disclosed the best methods of packing and handling, along with proof that air shipments were highly practicable.

Inter-regional and cross-country trade patterns in baby chicks are now firmly established. Shipments on United from the San Francisco Bay area to Salt Lake City, for example, total 250,000 monthly in January, February, March, and April. Hall Brothers Hatchery, Wallingford, Connecticut, regularly ships chicks to the West Coast. A. B. Hall, Jr., says:

"The time element previously limited the territory we could serve. It is now theoretically possible to ship chicks to almost any point in the world that has air service. We have shipped millions of chicks with satisfactory results."

## AIR COMMERCE

(Continued from Page 17)

New York and Nice will stop at Marseille in both directions. Since this is only a temporary situation, Page 4A of the General Schedule will not reflect this change in routing of Flights PA142 and PA143."

• • • • •

National Airlines is out to cut its cargo rates by 25 percent, and these rates will go into effect as soon as the CAB gives it the green light. Under NAL's new rate, such commodities as wearing apparel, machine parts, dry goods, films, furs, and drugs, would be flown between New York and Miami at a rate of \$6.74 per 100 pounds, as compared with the previous tariff of \$11.55. The rate would decrease as the weight increases.



"Selling out? Hell, we've just started!" That's what Earl F. Slick (above), president of Slick Airways, told *Air Transportation* in response to a direct query based on a report recently published in a Washington aviation daily. Slick said that his telegram of denial was printed too late, "as the damage had already been done." He added: "Morale all through the company sagged, many thinking I was making a 'political' denial. I don't know why we have been singled out to receive such below-the-belt blows. We've been in this business for four years now—and those years have been tough ones. We knew it would be rough when we started; we know we still have rough times ahead of us, and we have no intentions of quitting." And that's that!

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Airways  
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# AIR SHIPPING ★ ★ ★

[REG. U. S. PAT. OFF.]

## International Cargo Rates (Including U. S. possessions and territories)

Air cargo rates quoted are based on prevailing tariffs, airport to airport (see note).  
Shippers are warned, however, that these rates are subject to change.  
All international rates are quoted on an airport-to-airport basis, with the pickup and delivery charges wholly apart.  
International carriers whose schedules and rates are included here are indicated by the letter following the airport symbol (see below).

### AIRPORT SYMBOLS

EDP—Anchorage  
BAL—Baltimore  
BOS—Boston  
BRI—Birmingham, Ala.  
BRO—Brownsville, Tex.  
BTU—Burlington, Vt.  
CHS—Charleston, S. C.  
CHI—Chicago  
CLE—Cleveland  
CRP—Cape Canaveral, Fla.  
CTB—Cot Bank, Me.  
DAL—Dallas  
DEN—Denver  
DET—Detroit  
DIA—Dulles  
CLD—El Dorado, Ark.  
ELP—El Paso  
EVV—Evansville, Ind.  
FWA—Fort Wayne, Ind.  
FTW—Fort Worth  
GRF—Grand Forks, N. D.  
GUL—Hartford  
HAV—Havana  
HOT—Hot Springs, Ark.  
HOU—Houston  
HNB—Honduras  
IND—Indianapolis  
JAN—Jackson, Miss.  
JAX—Jacksonville  
MKE—Kansas City, Mo.  
KIN—Kingston, Jamaica  
LND—London  
LIT—Little Rock, Ark.  
LAX—Los Angeles  
MEX—Mexico City  
MIA—Miami  
MKE—Milwaukee  
MPS—Minneapolis-St. Paul  
MOB—Mobile  
MNL—Manila  
MSY—New Orleans  
LGA—New York (La Guardia)  
IDL—New York (Idlewild)  
FOW—Newark  
OHW—North  
NLD—New York, N. Y.  
OAK—Oakland, Calif.  
PDX—Portland, Ore.  
PIA—Pittsburgh  
PHL—Philadelphia  
PIT—Pittsburgh  
PWA—Portland, Ore.  
QV—Quebec, N. B.  
STL—St. Louis  
SLC—Salt Lake City  
SFO—San Francisco  
SFO—San Francisco  
SAV—Savannah  
SEC—Seattle  
SFO—San Francisco  
SGO—Stockholm, Swed.  
SPR—Springfield, Mo.  
TPA—Tampa  
HIF—Tampa, Fla.  
TOL—Toledo, Ohio  
VTO—Toronto, Ont.  
VR—Vancouver, B. C.  
WDC—Washington, D. C.

### AIRLINE SYMBOLS

AF—Air France  
AA—American Airlines  
AO—Aerolineas Oceanas  
B—British International Airways  
B—British Commonwealth Pacific Airlines  
BO—British Overseas Airways Corp.

CS—Chicago & Southern Air Lines  
C—Colonial Airlines  
EA—Eastern Air Transport  
K—KLM Royal Dutch Airlines  
N—National Airlines  
NE—Northwest Airlines  
NW—Northwest Airlines  
P—Pan American World Airways and affiliates  
PH—Philippine Air Lines  
S—Sabena  
SS—Scandinavian Airlines System  
SW—Swedish Airlines  
SK—Scandinavian Airlines  
SP—Swissair  
TA—TACA Airways  
T—Trans-Canada Air Lines  
TC—Trans-Canada Air Lines  
TW—Trans World Airways  
U—United Air Lines  
W—Western Air Lines

### COMMODITY RATES: Apply to airlines.

AO: Valuation charge is applicable only on shipments with a valuation of over \$7.49 per pound. Minimum charge is 1¢ per \$100 (4.4 lbs.).

C: In Canadian currency.

K: Valuation charge is only on shipments with a declared valuation in excess of \$7.71 per lb.

P: Valuation charge is only on shipments with a declared valuation in excess of \$7.71 per lb.

PH: To any destination in the Philippines served from Manila by PAL (where routing is via PAL from San Francisco) add 10¢ per pound to rates shown as applying to Manila.

SK: Lower rates for cargo of 3,000 lbs. gross weight and over. Planned service minimum is 10,000 lbs. Minimum weight charge of \$3 on all shipments.

SW: Special rates for shipments of 1,000-4,999 lbs. and 5,000-9,999 lbs.

T: More economical rates are offered for bulk cargo. There is a basic rate for cargo 25 pounds and less, between 25 pounds and 100 pounds, and over 100 pounds. Consult the airline direct.

TC: Cheaper "deferred" rate available. Contact airline direct.

2: Minimum charge for this shipment is that for 20 lbs.

3: Rate of 20 lbs. or less.

4: Placard service only.

5: Commot airline for lower rates applicable to 1,000 lbs. and over.

6: Daily freighter service.

Destination	Airport and Airline	RATES (See Note)				Depart	
		100	100	100	100		
		100	100	100	100		
Amst., Brazil	LGA	1.30	68	17	W.F.S.		
"	MIA	1.15	52	15	W.F.S.		
"	MSY	1.30	68	17	W.F.S.		
"	HOU	1.30	72	17	T.T.W.F.		
"	BRO	1.32	72	17	T.T.W.F.		
"	CRP	1.32	72	17	T.T.W.F.		
"	LAX	1.37	64	16	Sa,T,T,F		
Amst., Puerto Rico	EWR	1.30	68	17	Frequently		
Amst., Peru	MIA	1.06	57	15	Sa,M,T,T,F		
"	MSY	1.08	60	15	Sa,M,T,T,F		
"	HOU	1.08	60	15	Sa,M,T,T,F		
"	BRO	1.08	60	15	Sa,M,T,T,F		
"	CRP	1.08	60	15	Sa,M,T,T,F		
"	LAX	1.22	77	16	Sa,T,T,F		
Amst., Chile	MIA	1.06	57	15	M.F.		
"	MSY	1.12	61	15	M.F.		
"	HOU	1.15	67	15	Sa,T		
"	BRO	1.15	67	15	Sa,T		
"	CRP	1.15	67	15	Sa,T		
"	LAX	1.28	41	15	W.S.		
Amst., Colombia	MIA	1.06	57	15	T.T.W.F.		
"	MSY	1.08	60	15	T.T.W.F.		
"	HOU	1.08	60	15	T.T.W.F.		
"	BRO	1.08	60	15	T.T.W.F.		
"	CRP	1.08	60	15	T.T.W.F.		
"	LAX	1.22	77	16	T.T.W.F.		
"	LGA	1.34	74	16	T.T.W.F.		
"	BUI	1.31	69	15	T.T.W.F.		
"	CHI	1.31	69	15	T.T.W.F.		
"	TIP	1.31	69	15	T.T.W.F.		
"	ELD	1.31	69	15	T.T.W.F.		
"	BVV	1.31	69	15	T.T.W.F.		
"	FWA	1.31	69	15	T.T.W.F.		
"	ORR	1.31	69	15	T.T.W.F.		
"	HOT	1.31	69	15	T.T.W.F.		
"	HOU	1.31	69	15	T.T.W.F.		
"	IND	1.31	69	15	T.T.W.F.		
"	JAN	1.31	69	15	T.T.W.F.		
"	MIT	1.31	69	15	T.T.W.F.		
"	MEM	1.31	69	15	T.T.W.F.		
"	MSY	1.31	69	15	T.T.W.F.		
"	TCV	1.31	69	15	T.T.W.F.		
"	PIA	1.31	69	15	T.T.W.F.		
"	STL	1.31	69	15	T.T.W.F.		
"	SHV	1.31	69	15	T.T.W.F.		
"	HUF	1.31	69	15	T.T.W.F.		
"	TOL	1.31	69	15	T.T.W.F.		
Amst., N.W.L.	MIA	1.06	57	15	T.T.W.F.		
Amst., Britain	LGA	1.78	132	30	T.T.W.F.		
"	HOU	1.74	128	29	T.T.W.F.		
"	LGA	1.74	131	14	Sa,M,T,T,F		
"	LGA	1.47	80	14	T.T.W.F.		
"	MSY	1.30	77	15	T.T.W.F.		
"	HOU	1.30	77	15	T.T.W.F.		
"	BRO	1.49	87	18	Sa,W		
"	CRP	1.49	87	18	Sa,W		
"	LAX	1.62	83	19	Sa,W		
"	EWR	1.70	130		Frequently		
Athens, Greece	LGA	1.06	41	106	15	T.T.W.F.	
"	IDL	1.81	157	141		T.T.W.F.	
"	LGA	1.30	90	18		T.T.W.F.	
"	HUF	1.30	90	18		T.T.W.F.	
"	IDL	1.30	90	18		T.T.W.F.	
"	LGA	1.42	87	15	Sa,M,T,T,F		
"	IDL	1.42	87	15	Weekly		
"	BUI	1.42	87	15		T.T.W.F.	
"	IDL	1.41	86	15		T.T.W.F.	
"	IDL	1.41	86	15	Sa,M,T,T,F		
"	LGA	1.41	86	15	M.T.W.Sa		
"	DCA	1.45	93	16		T.T.W.F.	
"	CHI	1.45	93	16		T.T.W.F.	
"	HUF	1.45	93	16		T.T.W.F.	
"	TW	1.45	93	16		T.T.W.F.	
"	TIP	1.67	112	16		T.T.W.F.	
"	EWR	1.60	86	16		T.T.W.F.	
"	IDL	1.41	86	15		T.T.W.F.	
"	IDL	1.41	86	15		T.T.W.F.	
Auckland, N. Z.	LAX	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	PIA	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	LGA	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	
"	HOU	2.06	145	15		T.T.W.F.	

## INTERNATIONAL CARGO TABLES—Continued

[illegible]





## INTERNATIONAL CARGO TABLES—Continued

Destination	Airline	RATES (See Note)				Depart	Destination	Airline	RATES (See Note)				Depart	Destination	Airline	RATES (See Note)				Depart
		1st	2nd	3rd	4th				1st	2nd	3rd	4th				1st	2nd	3rd	4th	
		28	29	30	31				28	29	30	31				28	29	30	31	
Guantanamo, Ecuador	MIA	66	66	15	15	Day except Su.	Guantanamo, Ecuador	MIA	66	66	15	15	Day except Su.	Guantanamo, Ecuador	MIA	66	66	15	15	Day except Su.
"	BOA	71	43	15	15	Day except Su.	"	BOA	71	43	15	15	Day except Su.	"	BOA	71	43	15	15	Day except Su.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.
"	CRP	74	43	15	15	Day except Su.	"	CRP	74	43	15	15	Day except Su.	"	CRP	74	43	15	15	Day except Su.
"	LAX	74	43	15	15	Day except Su.	"	LAX	74	43	15	15	Day except Su.	"	LAX	74	43	15	15	Day except Su.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.
"	CHI	77	47	20	20	M.W.F.	"	CHI	77	47	20	20	M.W.F.	"	CHI	77	47	20	20	M.W.F.
"	CRP	77	47	20	20	M.W.F.	"	CRP	77	47	20	20	M.W.F.	"	CRP	77	47	20	20	M.W.F.
"	DAL	77	47	20	20	M.W.F.	"	DAL	77	47	20	20	M.W.F.	"	DAL	77	47	20	20	M.W.F.
"	YIP	77	47	20	20	M.W.F.	"	YIP	77	47	20	20	M.W.F.	"	YIP	77	47	20	20	M.W.F.
"	FTW	77	47	20	20	M.W.F.	"	FTW	77	47	20	20	M.W.F.	"	FTW	77	47	20	20	M.W.F.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.
"	IND	74	43	15	15	Day except Su.	"	IND	74	43	15	15	Day except Su.	"	IND	74	43	15	15	Day except Su.
"	LAX	74	43	15	15	Day except Su.	"	LAX	74	43	15	15	Day except Su.	"	LAX	74	43	15	15	Day except Su.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.
"	CHI	77	47	20	20	M.W.F.	"	CHI	77	47	20	20	M.W.F.	"	CHI	77	47	20	20	M.W.F.
"	CRP	77	47	20	20	M.W.F.	"	CRP	77	47	20	20	M.W.F.	"	CRP	77	47	20	20	M.W.F.
"	DAL	77	47	20	20	M.W.F.	"	DAL	77	47	20	20	M.W.F.	"	DAL	77	47	20	20	M.W.F.
"	YIP	77	47	20	20	M.W.F.	"	YIP	77	47	20	20	M.W.F.	"	YIP	77	47	20	20	M.W.F.
"	FTW	77	47	20	20	M.W.F.	"	FTW	77	47	20	20	M.W.F.	"	FTW	77	47	20	20	M.W.F.
"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day except Su.	"	BOA	74	43	15	15	Day

INTERNATIONAL CARGO TABLES—Continued

RATES (See Note)										RATES (See Note)										RATES (See Note)									
Destination	Airport and Airline	100 Lbs	1000 Lbs	10000 Lbs	Per Ton	Destination	Airport and Airline	100 Lbs	1000 Lbs	10000 Lbs	Per Ton	Destination	Airport and Airline	100 Lbs	1000 Lbs	10000 Lbs	Per Ton												
La Guadalupe										London, Cont'd										Manila, Cont'd									
LGA	PA	50	30	15	Dly	LGA TW	1.03	77	15			LAX PH	1.20	70	15	T.F.													
MIA	PA	50	30	15	Dly	IDL S	1.12	54			T.Sa	PDX PH	1.20	70	15	T.F.													
MSY	PA	50	30	15	Dly	LGA TR	70	60	10			SEC PH	1.20	70	15	T.F.													
ROC	PA	50	30	15	Dly	BFD TR	70	60	10			SLR PH	1.70	80	15	T.F.													
BRO	PA	50	30	15	Dly	IDL SW	87	70	30			LGA PH	1.20	70	15	T.F.													
CRP	PA	50	30	15	Dly	LGA BO	1.00	77	15	So, M.T., T.F.		BOB PH	1.20	70	15	T.F.													
LAX	PA	50	30	15	Dly	IDL SW	1.00	77	15	Dly		DEN PH	1.20	70	15	T.F.													
MIA K	PA	50	30	15	Dly	IDL AF	1.00	82	15	Dly		SLC PH	1.20	70	15	T.F.													
BUJ	PA	50	30	15	Dly	BOB AF	1.00	77	15	Dly		CLC PH	1.20	70	15	T.F.													
CHI	PA	50	30	15	Dly	IDL K	1.14	94	15	Dly except M		YIP PH	1.20	70	15	T.F.													
YIP	PA	50	30	15	Dly	UL T	1.00	91C	15	Dly		CHI PH	1.20	70	15	T.F.													
REL	PA	51	34	15	Dly	BWR TC	70	60	20			MKE PH	1.20	70	15	T.F.													
SVT	PA	50	31	15	Dly	SFO PH	1.20	2.15	15	W.Sa		DCA PH	1.20	70	15	T.F.													
FWA	PA	50	31	15	Dly	RUR PH	1.20	2.10	15	W.Sa		EDF PH	1.20	70	15	T.F.													
GRW	PA	50	33	15	Dly							CHI PH	1.20	70	15	T.F.													
HOT	PA	50	35	15	Dly							CLC PH	1.20	70	15	T.F.													
ROC	PA	50	35	15	Dly							YIP PH	1.20	70	15	T.F.													
IND	PA	51	34	15	Dly							LAX PH	1.20	70	15	T.F.													
JAN	PA	50	39	15	Dly							MKE PH	1.20	70	15	T.F.													
LAT	PA	51	34	15	Dly							MPS PH	1.20	70	15	T.F.													
MEM	PA	50	32	15	Dly							LGA PH	1.20	70	15	T.F.													
MSY	PA	50	30	15	Dly							PTT PH	1.20	70	15	T.F.													
PUN	PA	50	30	15	Dly							PDX PH	1.20	70	15	T.F.													
PIA	PA	51	30	15	Dly							SFO PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							SEC PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							DCA PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							LAX PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							PDX PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							SEC PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							IDL PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							BOB PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							CHI PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							CLC PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							YIP PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							LGA PH	1.20	70	15	T.F.													
STL	PA	51	34	15	Dly							DCA PH	1.20	70	15	T.F.													
La Paz, Bolivia										Lyon, France										Manila, Cont'd									
MIA	PA	1.07	50	15	Dly except T	IDL AF	1.13	65	15	Dly		LAX PH	1.20	70	15	T.F.													
MSY	PA	1.15	65	15	Dly except T	BOB AF	1.11	62	15	Dly		MIA PH	1.20	70	15	T.F.													
ROC	PA	1.15	65	15	Dly except M	LGA AO	1.11	62	15	M, W, Sa		MSY PH	1.20	70	15	T.F.													
BRO	PA	1.15	65	15	Dly except M	LGA AO	1.11	62	15	M, W, Sa		ROC PH	1.20	70	15	T.F.													
CRP	PA	1.15	65	15	Dly except M	BOB AF	1.11	62	15	M, W, Sa		BRO PH	1.20	70	15	T.F.													
LAX	PA	1.15	65	15	Dly except M	IDL AF	1.11	62	15	M, W, Sa		CRP PH	1.20	70	15	T.F.													
BWR TC	PA	1.43	1.34		Frequently	LGA AO	1.11	62	15	M, W, Sa		LAX PH	1.20	70	15	T.F.													
CHI	PA	1.15	70	30	So, F																								
DAL	PA	1.15	70	30	So, F																								
ROU	PA	1.15	70	30	So, F																								
ELP	PA	1.22	74	30	Dly																								
LAX	PA	1.22	74	30	Dly																								
SFO	PA	1.22	74	30	Dly																								
BOB	PA	1.22	74	30	Dly																								
BOB	PA	1.22	74	30	Dly																								
Legendville, Belgian Congo										Madras, India										Manila, Cont'd									
LGA	PA	2.25	1.60	15	M.T.	LGA AO	1.25	90	31	Dly		IDL S	2.25	1.60	15	T.Sa													
BOB	PA	2.25	1.67	15	M.T.	LGA TR	1.20	95	10	Dly		MIA PH	1.20	70	15	T.F.													
LGA AO	PA	1.00	1.43	30	M.W.Sa	BFD TR	1.20	95	10	Dly		MSY PH	1.20	70	15	T.F.													
IDL S	PA	1.81	1.41		T.Sa	IDL AF	1.10	60	15	So, M.T., T.F.		ROC PH	1.20	70	15	T.F.													
Letidridge, Alta, Canada										Madrid, Spain										Manila, Cont'd									
LGA	PA	8.50	31		Dly	IDL AF	1.10	60	15	So, M.T., T.F.		BRO PH	1.20	70	15	T.F.													
CTB	PA	64	10		Dly	BOB AF	1.10	60	15	So, M.T., T.F.		CRP PH	1.20	70	15	T.F.													
Lisbon, Belgium										Malme, Sweden										Manila, Cont'd									
IDL S	PA	2.25	1.67		W.Sa	LGA BO	1.10	60	15	Dly		LAX PH	1.20	70	15	T.F.													
IDL S	PA	1.14	54		W.Sa	LGA TR	1.05	90	12	Dly		BOB PH	1.20	70	15	T.F.													
MIA	PA	67	46	15	Dly	BFD TR	1.05	90	12	Dly		LGA PH	1.20	70	15	T.F.													
MSY	PA	62	32	15	Dly	IDL AF	1.10	60	15	So, M.T., T.F.		BOB PH	1.20	70	15	T.F.													
BOC	PA	60	36	15	Dly	BOB AF	1.10	60	15	So, M.T., T.F.		BRO PH	1.20	70	15	T.F.													
BRO	PA	66	36	15	Dly	LGA BO	1.10	60	15	So, M.T., T.F.		CRP PH	1.20	70	15	T.F.													
CRP	PA	66	36	15	Dly	LGA TR	1.05	90	12	Dly		LAX PH	1.20	70	15	T.F.													
LAX	PA	1.00	70	15	Dly	IDL S	1.13	93	15	M.W.F.		MIA PH	1.20	70	15	T.F.													
BOC	PA	94	56	30	M.W.F.	LGA AO	1.13	93	21	Dly		BOB PH	1.20	70	15	T.F.													
IND	PA	94	56	30	M.W.F.	LGA TR	1.05	90	12	Dly		LGA PH	1.20	70	15	T.F.													
LRD	PA	94	56	30	M.W.F.	BFD TR	1.05	90	12	Dly		BOB PH	1.20	70	15	T.F.													
MSY	PA	94	56	30	M.W.F.	IDL AF	1.10	60	15	So, M.T., T.F.		BRO PH	1.20	70	15	T.F.													
SAT	PA	94	56	30	M.W.F.	BOB AF	1.10	60	15	So, M.T., T.F.		CRP PH	1.20	70	15	T.F.													
BRO	PA	94	56	30	M.W.F.	LGA BO	1.10	60	15	So, M.T., T.F.		LAX PH	1.20	70	15	T.F.													
CHI	PA	94	56	30	M.W.F.	LGA TR	1.05	90	12	Dly		MIA PH	1.20	70	15	T.F.													
CRP	PA	94	56	30	M.W.F.	IDL S	1.13	93	15	M.W.F.		BOB PH	1.20	70	15	T.F.													
DAL	PA	94	56	30	M.W.F.	LGA AO	1.13	93	21	Dly		LGA PH	1.20	70	15	T.F.													
FTW	PA	94	56	30	M.W.F.	LGA TR	1.05	90	12	Dly		BRO PH	1.20	70	15	T.F.													
RAV	PA	94	56	30	M.W.F.	BFD TR	1.05	90	12	Dly		CRP PH	1.20	70	15	T.F.													
BWR TC	PA	1.20	1.00		Frequently	IDL AF	1.10	60	15	So, M.T., T.F.		LAX PH	1.20	70	15	T.F.													
ELP	PA	1.09	80	30	Dly	BOB AF	1.10	60	15	So, M.T., T.F.		MIA PH	1.20	70	15	T.F.													
LAX	PA	1.09	80	30	Dly	LGA BO	1.10	60	15	So, M.T., T.F.		BOB PH	1.20	70	15	T.F.													
SFO	PA	1.09	80	30	Dly	LGA TR	1.05	90	12	Dly		LGA PH	1.20	70	15	T.F.													
BOB	PA	1.09	80	30	Dly	IDL S	1.13	93	15	M.W.F.		BRO PH	1.20	70	15	T.F.													
BOB	PA	1.09	80	30	Dly	LGA AO	1.13	93	21	Dly		CRP PH	1.20	70	15	T.F.													
BOB	PA	1.09	80	30	Dly	LGA TR	1.05	90	12	Dly		LAX PH	1.20	70	15	T.F.													
Lima, Belgium										Managua, Nicaragua										Manila, Cont'd									
IDL S	PA	2.25	1.67		T.Sa	MIA PH	1.20	70	15	Dly		IDL S	2.25	1.67		T.Sa													
LGA	PA	1.01	70	15	So, M.T., T.F.	MSY PH	1.20	70	15	Dly		IDL AF	2.27	1.78		Weekly													
BOB	PA	90	74	15	So, M.T., T.F.	ROC PH	1.20	70	15	Dly		LGA BO	2.27	1.78		So, M.T., T.F.													
LGA AO	PA	1.50	97	31	Dly	BRO PH	1.20	70	15	Dly		IDL S	2.27	1.78		So, M.T., T.F.													
IDL S	PA	1.50	97	31	Dly	CRP PH	1.20	70	15	Dly		MIA PH	1.20	70	15	T.F.													
LGA TR	PA	1.15	70	15	Dly	LAX PH	1.20	70	15	Dly																			
BFD TR	PA	1.15	70	15	Dly																								
LGA BO	PA	1.05	70	15	So, M.T., T.F.																								
IDL AF	PA	1.10	60	15	So, M.T., T.F.																								
BOB AF	PA	1.10	60	15	So, M.T., T.F.																								

INTERNATIONAL CARGO TABLE—Continued

RATES (See Note)					RATES (See Note)					RATES (See Note)							
Destination	Airport and Airline	100 LBS	1000 LBS	10000 LBS	Depart	Destination	Airport and Airline	100 LBS	1000 LBS	10000 LBS	Depart	Destination	Airport and Airline	100 LBS	1000 LBS	10000 LBS	Depart
Mexico City Cont'd	DAL A	20	15	10	Dly	Niamey, Fr. W. AC	IDL AF	2.25	1.70	1.5	Weekly	Panama City Cont'd	MSY TA	14	45	15	M.W.F.
"	LAX A	20	15	10	Dly	"	BOR AF	2.25	1.67	1.5	Weekly	"	MEX TA	20	20	15	Tu,Th,Sa
"	ELP A	20	15	10	Dly	Niz. Frisco	IDL AO*	1.20	80	21	Dly	"	MIA K	1.61	1.08	15	Tu,Th
"	SAT A	20	15	10	Dly	"	IDL S	1.20	80	15	W,F	Paramaribo, Surinam	LGA P	24	20	15	M,Tu,Th
"	ROU S*	20	15	10	Dly	"	IDL S	1.20	80	15	W,F	"	MIA P	20	20	15	M,Tu,Th
Midwest Inland	LAX P	1.15	10	15	M,Tu,W,F	"	BOR AF	1.15	87	15	Dly	"	MSY P	24	20	15	M,Tu,Th
"	SFO P	1.15	10	15	M,Tu,W,F	"	LGA P	1.15	80	15	W,F	"	ROU P	24	20	15	M,Tu,Th
"	PDX P	1.15	10	15	M,Tu,W,F	"	BOR P	1.15	80	15	W,F	"	BRO P	24	20	15	M,Tu,Th
"	SEA P	1.15	10	15	M,Tu,W,F	"	IDL S	1.15	80	15	W,F	"	CRP P	24	20	15	M,Tu,Th
"	OAK P	1.15	10	15	M,Tu,W,F	"	LGA BO	1.15	80	15	M,Tu,Th,F	"	LAX P	24	20	15	M,Tu,Th
Milan, Italy	IDL AF	1.20	77	10	Dly	"	IDL S	1.15	80	15	M,Tu,Th,F	"	MIA K	24	20	15	M,Tu,Th
"	IDL AF	1.20	77	10	Dly	"	IDL S	1.15	80	15	M,Tu,Th,F	"	LGA AO*	1.20	80	15	Dly
"	BOR AF	1.20	77	10	Dly	Nicosia, Cyprus	LGA AO*	1.20	80	15	Dly	"	IDL S	1.12	94	15	Tu,Th
"	IDL S	1.20	77	10	Dly	"	BOR AO*	1.20	80	15	Dly	"	IDL S	1.12	94	15	Tu,Th
"	LGA BO	1.20	77	10	Dly	"	LGA BO	1.20	80	15	Dly	"	HYD TR	25	70	120	Dly
"	IDL S	1.20	77	10	Dly	Nome, Alaska	IDL S	1.20	80	15	Dly	"	IDL SW	21	74	20	Dly
"	LGA TR	1.20	77	10	Dly	"	IDL S	1.20	80	15	Dly	"	LGA BO	1.20	80	15	M,Tu,Th,F
"	WFO TR	1.20	77	10	Dly	Norwich, Sweden	IDL S	1.20	80	15	Dly	"	IDL S	1.20	80	15	M,W,F
"	IDL S	1.20	77	10	Dly	North Bay, Ont., Canada	LGA T*	2.84	87M	10	Dly	"	IDL AF	1.20	80	15	Dly
"	LGA BO	1.20	77	10	Dly	Norwood, New Zealand	LAX P	2.01	1.10	15	M,W	"	BOR AF	1.07	80	15	Dly
"	IDL K	1.20	77	10	Dly	"	SFO P	2.01	1.10	15	M,W	"	IDL K	1.07	80	15	Dly
"	LGA TR	1.20	77	10	Dly	"	PDX P	2.01	1.10	15	M,W	"	LGA TR	1.07	80	15	Dly
"	WFO TR	1.20	77	10	Dly	"	SEC P	2.01	1.10	15	M,W	"	BOR TW	1.07	80	15	Dly
"	IDL S	1.20	77	10	Dly	Nuevo Laredo (Isle of Flores), Cuba	MIA EA	14	10	Dly	"	PHL TW	1.11	84	15	Tu,Th	
"	LGA BO	1.20	77	10	Dly	Norwood, New Zealand	"	"	"	"	"	YIP TW	1.14	87	15	Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	CHI TW	1.16	80	15	Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	LGA P	1.06	82	15	Dly	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	BOR P	1.20	80	15	Dly	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	EWR TC	25	54	15	Dly	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	LGA P	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	BOR P	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	MSY P	24	20	15	M,Tu,Th	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	ROU P	24	20	15	M,Tu,Th	
"	LGA TR	1.20	77	10	Dly	"	"	"	"	"	"	CRP P	24	20	15	M,Tu,Th	
"	WFO TR	1.20	77	10	Dly	"	"	"	"	"	"	LAX P	1.12	72	15	M,W,F	
"	IDL S	1.20	77	10	Dly	"	"	"	"	"	"	MIA P	1.12	72	15	M,W,F	
"	LGA BO	1.20	77	10	Dly	"	"	"	"	"	"	LGA BO	1.12	72	15	M,W,F	
"	IDL K	1.20	77	10	Dly	"	"	"	"	"	"	IDL S	1.12				



### INTERNATIONAL CARGO TABLES -- Continued

RATES (See Note)						RATES (See Note)						RATES (See Note)					
Destination	Airport and Aircraft	Day	Rate	Rate	Rate	Destination	Airport and Aircraft	Day	Rate	Rate	Rate	Destination	Airport and Aircraft	Day	Rate	Rate	Rate
Frankfurt, Cont'd	IDL SW	81	66	30		St. Thomas,	LGA P	20	21	15	Th,Sa	Stock, Cont'd	MPS NW	2 25	1 70	15	Four Wkly
"	IDL K	66	72	16	T,Th,F,Sa	Virgin Is. (U.S.)	MIA P	19	15	15	Th,Sa	"	NW NW	2 25	1 70	15	Four Wkly
"	LGA BO	61	72	17	Th	"	EWRT TC	26	20	15	Frequently	"	NY NY	2 25	1 70	15	Four Wkly
Frankfurt, Frankfurt	DAL B	41	17	17	Th	Salisbury, So. Rhod.	LGA BO	2 02	1 52	15	Sa,M,T,Th,F	"	PDX NW	2 25	1 70	15	Four Wkly
"	FTW B	41	17	17	Th	"	LGA AP	2 02	1 52	15	Sa,M,T,Th,F	"	WFO NW	2 25	1 70	15	Four Wkly
"	LRD B	37	17	17	Th	"	MIA P	1 54	15	15	F	"	RDC NW	2 25	1 70	15	Four Wkly
"	SAT B	34	17	17	Th	Salta, Argentina	MSY P	1 20	75	15	F	"	DCR NW	2 25	1 70	15	Four Wkly
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	ROU P	1 53	75	15	F	"	SLX NW	2 25	1 70	15	Four Wkly
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	CRP P	1 53	75	15	F	"	PDX P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	RDC P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	LGA P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15	Th	"	IDL P	2 40	1 80	15	
Frankfurt, Frankfurt	MEX TA	40	39		T,Th,Sa	"	LAX P	1 46	62	15							

## INTERNATIONAL CASES TABLES—Continued

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International Air Cargo Rates are a standard feature in AIR TRANSPORTATION. This is another typical service for air shippers who require up-to-the-minute data. The rates appearing in this issue were current at presstime.

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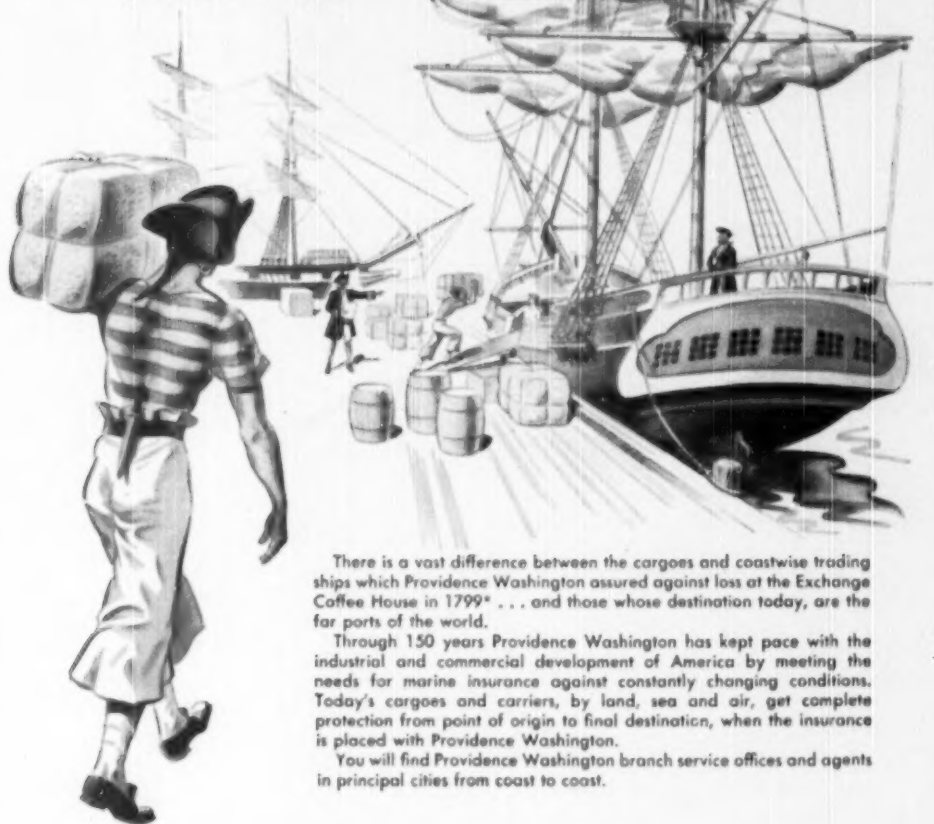
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